It is MEDA’s privilege to submit this report for the current contract to the Governor’s Office of Economic Development, Montana Department of Commerce, Montana Department of Labor and Industry and Montana BEAR Team participants regarding Business Expansion and Retention (BEAR) Program activity in the state. The following is a summary of MEDA BEAR activities as provided for in the Scope of Work under Amended Contract MT-MEDA-ED-12-01 for the month of April 2013.

ACTIVITY REPORT FOR APRIL 2013

2013 BEAR ROUNDUPT
Almost 50 BEAR Team members are signed up for the 2013 BEAR Roundup. The BEAR Working Group compiled the following agenda. If you can join us, be sure to make copies of your materials to share with other team members.

2013 BEAR ROUNDUPT AGENDA
Friday, May 10, 2013
Bitterroot River Inn, Hamilton, MT
7:15am – 8:15am

Note: No breakfast provided other than for hotel guests using the Bitterroot Inn Continental Breakfast buffet.

7:15am – 7:25am
Introduction of BEAR Team Members

7:25am – 7:35am
Legislative Outcomes and IWT Update

7:35am – 8:05am
BEAR at Work – open discussion of how your BEAR Team operates i.e. how do you approach businesses? How do you recruit for your referral team?

8:05am – 8:10am
Team Sharing of Materials

8:10am – 8:15am
Traditional BEAR Roundup Photo

REQUEST FROM MT DEPT. OF LABOR
Montana BEAR Teams have been asked to report how they track economic impact from their business expansion and retention efforts. It is understood that the teams use ExecutivePulse, but if you have additional methods of tracking, please share it with the MEDA/BEAR office and Chris Wilhelm. Thank you!

TRAINING WEBINAR HELD IN MISSOULA
Angie McDonald organized an ExecutivePulse webinar with Laith Wardi for the Missoula Team. Laith walked the team through ExecutivePulse basics and demonstrated several reporting options. If you are interested in an ExecutivePulse training, please contact the MEDA/BEAR office.
OUTREACH VISITS IN APRIL – Wow!

Nineteen business visits were held in April; twenty-three action items were generated with twelve closed. Visits in each county: Flathead – 8, Gallatin – 6, Missoula – 2, and Deer Lodge – 1. This is excellent work from our BEAR Teams.

Outreach Specialists in April and number of business visits:

<table>
<thead>
<tr>
<th>Specialist</th>
<th>Visits</th>
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<tbody>
<tr>
<td>Allen Kawasaki</td>
<td>1</td>
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<tr>
<td>Jim Davison</td>
<td>1</td>
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<tr>
<td>Amy Eisenman</td>
<td>1</td>
</tr>
<tr>
<td>J R Strand</td>
<td>1</td>
</tr>
<tr>
<td>Angie McDonald</td>
<td>2</td>
</tr>
<tr>
<td>Lynn Kinnaman</td>
<td>1</td>
</tr>
<tr>
<td>Deborah McAtee</td>
<td>1</td>
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<tr>
<td>Mike Jackson</td>
<td>7</td>
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<tr>
<td>George Palmer</td>
<td>1</td>
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<tr>
<td>Warren Vaughan</td>
<td>3</td>
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<tr>
<td>Marco Lucich</td>
<td>1</td>
</tr>
<tr>
<td>Mark Albee</td>
<td>2</td>
</tr>
<tr>
<td>Meagan Lannan</td>
<td>2</td>
</tr>
<tr>
<td>Sarah Stewart</td>
<td>1</td>
</tr>
</tbody>
</table>

IWT PROGRAM FOCUS

The IWT Task Force will meet in May to continue to fine-tune the IWTG program forms and criteria. This task force and MT Dept. of Labor have put in long hours to make improvements to the program and process that will no doubt benefit BEAR Teams.

LEGISLATIVE PONDERINGS

As you know, the legislative session has come to an end. The last report received indicated Incumbent Worker Training Grant funding was removed from the Employment Security Account (ESA) and funding is now to come from the Uninsured Employer Fund (UEF) for Workers Comp. It is not yet certain if this is indeed the final outcome for IWT funding nor what dollar amount can be estimated. Stay tuned.

APRIL BUSINESS VISIT DATA
A workforce safety plan is in place.

Engage in contract work for government.

Historical profitability at this facility

- No response: 4 (22%)
- Declining: 4 (22%)
- Staying the same: 3 (17%)
- Increasing: 7 (39%)